

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

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----- 080515

R 031953Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

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E.O. 11652:N/A

TAGS: BEXP, TC

SUBJECT: PRODUCT OPPORTUNITY: 132KV OVERHEAD AND

--- UNDERGROUND LINE

REF: (1) ABU DHABI 706 (2) STATE 088744 (3) ABU DHABI

1226 (4) 17384 (5) STATE 137235 (6) ABU DHABI 1372

1. USDOC HAS BEEN ADVISED BY COMMONWEALTH THAT OVERHEAD
PORTION NOW EXTENDED FOR BID NOV. 5 AND ADVISED BY
DYNAELECTRON THAT UNDERGROUND PORTION BID DATE SEPT 27.

2. DYNAELECTRON OF WASH D.C. HAD NOT PREQUALIFIED
PREVIOUSLY BUT THRU EFFORTS OF USDOC AND TOMAIR
INTERNATIONAL OF ABU DHABI HAVE QUALIFIED AND WOULD BE
BIDDING ON UNDERGROUND PORTION AND MAY POSSIBLY BID
OVERHEAD PORTION.

3. COMMONWEALTH WHO PREQUALIFIED REFTel (3) HAD CONSIDERED
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NOT BIDDING DUE TO TIME BUT NOW HAVE RECEIVED CABLE FROM

WATER AND ELECTRIC DEPT. OF EXTENTION TO NOV. 5 AND WILL
BE BIDDING.

4. SHEIKH HASSAN AND WILBURN JOINER OF TOMAIR INTER-
NATIONAL ARE REPRESENTING DYNAELECTRON AND ALSO TRYING
TO REPRESENT COMMONWEALTH.

5. EMBOFFS COMENTS ON AVAILABILITY OF GOOD LOCAL AGENTS
WOULD BE APPRECIATED SINCE COMMONWEALTH WISHES TO LOCATE
DIFFERENT AGENT. IF POSSIBLE COULD EMBOFF COMENT ON
OTHER REPUTABLE WELL ACCEPTED ABU-DHABI FIRM THAT WOULD
BE INTRESTED IN REPRESENTING COMMONWEALTH.

6. FYI MOSASOOD AND SONS PROBABLY EXCELLENT FIRM BUT
USDOC HAS HEARD THEY ARE POSSIBLY REPRESENTING GERMAN
FIRM AFTER SAME CONTRACT.

7. USDOC/SIPS WOULD APPRECIATE EMBOFF CONFIRMING

ABOVE DATES AND ANY ADDITIONAL UPDATE INFORMATION PLUS ANY
INFO EMBOFF MAY HAVE ON JOINER AND HASSAN.

8. SHEIKH HASSAN DUE TO ARRIVE USA THIS WEEK JOINER
ALREADY IN U.S. MR. WALLY EWALT VICE PRES DYNAELECTRON
PLANS TO VISIT ABU DHABI SEPT 20 USDOC WILL CONFIRM AS
WELL AS FUTURE TRIP OF PAUL SCHORR OF COMMONWEALTH.
SCHORR HAS APPOINTMENT TO VISIT UAE AMBASSADOR 18 SEPT. ROBINSON

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